

COMMISSION MEETING DATE:

September 27, 2022

| | | | | | | | |
|--|--|---|--|---|--|---|--|
| Vendor Name (& Location): | | | | Number: RM-172792 | | | |
| Canyon Trucking Inc of Brick, NJ Seashore Asphalt Corp. of Woodbine, NJ | | | | Total Amount: \$ 1,888,800.00 | | | |
| Description: | | | | Budget Code: | | | |
| 2022-2025 Snow Removal and Salting Services at various locations on both Roadways (Rebid) | | | | Various | | | |
| | | | | Contract Term (Including Options, if any): | | | |
| | | | | Three-year contracts with the option to extend for two additional one-year terms at the discretion of the Authority and with the concurrence of the vendor. | | | |
| | | | | Funding Source: <input checked="" type="checkbox"/> Operating <input type="checkbox"/> Capital | | | |
| FS | | Funding subject to authorization through WRAF approval process. | | F | | Funds are available in the appropriate operating/capital budgets for the referenced procurements. | |
| <input type="checkbox"/> | | | | <input type="checkbox"/> | | | |
| FF | | Future Funded | | FP | | Subject to funding availability at the time of ordering. | |
| <input type="checkbox"/> | | | | <input checked="" type="checkbox"/> | | | |
| PROCUREMENT TYPE: | | | | | | | |
| <input checked="" type="checkbox"/> Competitive | | <input type="checkbox"/> Non-Competitive | | | | | |
| SOLICITATION TYPE: | | | | | | | |
| <input checked="" type="checkbox"/> Bid | | <input type="checkbox"/> RFP | | <input type="checkbox"/> State Contract | | | |
| <input type="checkbox"/> Sole Source | | <input type="checkbox"/> Other | | | | | |
| Requesting Department: | | | | | | | |
| Operations | | | | | | | |
| Director/Manager: | | | | | | | |
| Kevin Dunn | | | | | | | |
| Publicly advertised in the Star Ledger and posted on the Authority's and State's websites on August 17, 2022 | | | | | | | |

Under these contracts, two vendors will provide snow removal and salting services for various locations on both Roadways. The contracts will be for three (3) years with the option to extend for two (2) additional one-year terms. Contracts bid for this term consisted of 4 plow and/or spreader contracts for various locations on both roadways as well as 7 loader contracts at various service areas, commuter lots, toll plazas, and Authority facilities. Bidders were required to bid all-inclusive "Regular" operating hourly rates for specific equipment required for each location. The maximum allowable hourly bid rate for loaders was capped at \$375.00 with a set Stand-By rate of \$187.50 per hour. Stand-by rates for trucks with plows were set at 50% of the hourly operating rate as bid. The bid also established fixed rates for supervisory and/or back-up vehicles at \$200.00 per hour (for both Regular and Stand-By hours). The bid was fully advertised and the 34 vendors listed in the Authority's database for the referenced services were notified of the procurement. On August 31, 2022, compliant bids were received from 2 contractors for 5 of the 11 locations solicited. The Operations and Procurement and Materials Management ("PMM") Departments' staffs thoroughly reviewed all bids (including inspection of the required equipment listed with the bids), and make the following recommendations:

1. Staff recommends that contracts for snow removal and salting services be awarded to the lowest responsible bidders (highlighted in bold in the attached bid results).

2. Non-Compliance

a. An additional bid was received from Suffolk Recycling Corp. ("Suffolk") of South Toms River, NJ for contracts LPP-77-22 and LPP-91-22. This bidder, however, failed to submit the mandatory required Notification of Intent to Subcontract document as stated in 1.3.1. Thus, it is recommended that the bid submitted by Suffolk be rejected.

b. Additional bids were submitted by Central Jersey Landscaping, Inc. ("Central Jersey") of Chesterfield, NJ for contracts PTS-FL9-22 and PTN-FL10-22 and L & Y Enterprises, LLC. (L&Y") of Paterson, NJ for contracts PTS-FL9-22 and PTN-FL10-22. These bidders, however, failed to provide complete bids, having not provided a quote for both All-Inclusive Hourly

Operating Rate Plow and Spreader Truck and All-Inclusive Hourly Operating Rate Plow Only Truck which was required. Thus, it is recommended that the bids submitted by Central Jersey and L&Y be rejected.

3. For a second time, no compliant bids were received for the following locations:

| Contract No. | Garden State Parkway Locations: | Annual Contract Value |
|--------------|---|-----------------------|
| LPP-77-22 | TOLL PLAZA INTERCHANGE 77 TOLLS-MM 78.3S -PMD3 | \$33,200.00 |
| LPP-91-22 | TOLL PLAZA INTERCHANGE 91 BRICK MM 92.8N&S - PMD4 | \$33,200.00 |
| LPS-ODPS-22 | FLOATER LOADERS - IF AND WHERE DIRECTED – PARKWAY SOUTH REGION | \$13,600.00 |
| LPS-ODPN-22 | FLOATER LOADERS - IF AND WHERE DIRECTED – PARKWAY NORTH REGION | \$13,600.00 |
| LTS-ODTS-22 | FLOATER LOADERS - IF AND WHERE DIRECTED – TURNPIKE SOUTH REGION | \$13,600.00 |
| LTS-ODTN-22 | FLOATER LOADERS - IF AND WHERE DIRECTED – TURNPIKE NORTH REGION | \$13,600.00 |

Pursuant to the Authority's enabling statute *N.J.S.A. 27:23-6.1(a)*, since no bids were received on two occasions, staff can and will negotiate contracts with available responsible contractors for the six (6) outstanding contracts. Given the need to establish these essential service contracts in a timely basis, authorization is requested to grant delegated authority to the Executive Director to award the contracts to the lowest responsible contractors upon receipt and review of the negotiated bids.

Bids were procured, and authorization is being sought to award this contract in accordance with *N.J.S.A. 27:23-1 et seq.*, the Authority's enabling legislation, *N.J.A.C. 19:9-2.2*, promulgated pursuant thereto, and Executive Order No. 37 (Corzine 2006). This award is contingent upon the Treasurer of the State of New Jersey completing the review of all documents submitted by the selected awardee pursuant to Public Law 2005, Chapter 51 and Executive Order No. 117 (Corzine 2008) and having no objection to same.

Accordingly, authorization is requested to award contracts to Canyon Trucking Inc. and Seashore Asphalt Corp. for snow removal services as outlined herein, for a total amount not to exceed \$1,888,800.00 for the three (3) snow seasons, subject to funding availability at the time of service. Authorization is further requested for the Executive Director to approve each of the two, one-year extensions upon satisfactory performance by the vendors. The prices for the succeeding years of the contract will be adjusted yearly based on a Consumer Price Index ("CPI") factor consisting of the average of 1) the New York/ Northern New Jersey CPI and 2) the Philadelphia/Southern New Jersey CPI. The maximum annual increase permitted, however, shall be five percent. Furthermore, authorization is requested to permit direct negotiations with available snow removal vendors for the six (6) outstanding contracts listed, in accordance with *N.J.S.A. 27:23-6.1(a)*, and to delegate authority to the Executive Director to award the negotiated contracts which will be ratified at the proceeding Commission Meeting.

GARDEN STATE PARKWAY LOCATIONS

| Contract SPP-89-22 Location / Area Limits Interchange 89/90 Ramps – PMD3 Estimated Annual Contract Value \$108,600 | | | |
|--|---|---|---|
| <u>Contractor</u> | <u>All-Inclusive Hourly Operating Rate (1) Plow & Spreader Truck:</u> | <u>All-Inclusive Hourly Operating Rate (1) Plow Truck Only:</u> | <u>All-Inclusive Hourly Rates Combined:</u> |
| Canyon Trucking Inc. Brick, NJ | \$899.00 | | \$899.00 |

NEW JERSEY TURNPIKE LOCATIONS

| Contract STP-15X-22 Location / Area Limits Interchange 15X Ramps MM 110.6 SNE – TMD8 Estimated Annual Contract Value \$108,600 | | | |
|--|---|---|---|
| <u>Contractor</u> | <u>All-Inclusive Hourly Operating Rate (1) Plow & Spreader Truck:</u> | <u>All-Inclusive Hourly Operating Rate (1) Plow Truck Only:</u> | <u>All-Inclusive Hourly Rates Combined:</u> |
| Canyon Trucking Inc. Brick, NJ | \$899.00 | | \$899.00 |

| Contract PTS-FL9-22 Location / Area Limits TPK Southern Division – Stage MM 71.6 NSO – Molly Pitcher SA (7S) – TMD4 Estimated Annual Contract Value \$187,000 | | | |
|---|---|---|---|
| <u>Contractor</u> | <u>All-Inclusive Hourly Operating Rate (1) Plow & Spreader Truck:</u> | <u>All-Inclusive Hourly Operating Rate (1) Plow Truck Only:</u> | <u>All-Inclusive Hourly Rates Combined:</u> |
| Canyon Trucking Inc. Brick, NJ | \$789.00 | \$849.00 | \$1,638.00 |

| Contract PTS-FL10-22 Location / Area Limits TPK Northern Division – Stage MM 71.6 NSO – Molly Pitcher SA (7S) – TMD4 Estimated Annual Contract Value \$187,000 | | | |
|--|---|---|---|
| <u>Contractor</u> | <u>All-Inclusive Hourly Operating Rate (1) Plow & Spreader Truck:</u> | <u>All-Inclusive Hourly Operating Rate (1) Plow Truck Only:</u> | <u>All-Inclusive Hourly Rates Combined:</u> |
| Canyon Trucking Inc. Brick, NJ | \$789.00 | \$849.00 | \$1,638.00 |

LOADER SERVICES - COMMUTER PARK & RIDE LOTS, SERVICE AREAS, STMC AND NJSP FACILITIES

| | | | |
|---|--|--|--|
| Contract LPP20-22 Location / Toll Plaza Cape May Toll Plaza MM 19.4N – PMD1 Loader Only Estimated Annual Contract Value \$38,400 | | | |
| | | <u>ALL-INCLUSIVE HOURLY OPERATING RATE (1) LOADER ONLY</u> | |
| <u>Contractor</u> Seashore Asphalt Corp. Woodbine, NJ | | \$370.00 | |